



SIGNIFICANT LEASE DEALS

Address	Submarket/City	Square Feet	Tenant
12723 Telegraph Rd	Redford	256,100	Piston Automotive LLC
10725 Harrison Rd	Romulus	136,500	Cranes Worldwide Logistics
800 Tech Row	Madison Heights	63,479	MP Acquisition LLC

SIGNIFICANT BUILDING SALES

Address City	Sale Value Type of Sale	PPSF Cap Rate	SF Class	Buyer Seller
7075 Dort Highway Grand Blanc	\$14,580,000 Investment	\$22.26 10.0%	667,000 Class C	Triyar Companies Covington Group Inc
2555 Twentieth St Port Huron	\$4,975,000 Owner/User	\$34.36 -	144,785 Class C	R&E Automated Systems MAG Automotive, LLC
39001 Schoolcraft Rd Livonia	\$2,250,000 Owner/User	\$21.51 -	104,600 Class C	International Extrusions Fives Group

LARGEST DELIVERIES


Address	Submarket/City	SF	Developer
33600 Mound Rd	Sterling Heights	569,380	Ashley Capital
40033 Mitchell Dr	Sterling Heights	187,500	JB Donaldson Co Inc
10605 Hi Tech Dr	Whitmore Lake	80,235	Zander Industries


LARGEST UNDER CONSTRUCTION

Address	Submarket/City	SF	Delivery Date
1420 E. Ten Mile Rd	Hazel Park	651,610	Nov 2019
1100 Entrance Dr	Auburn Hills	461,525	Nov 2019
24400 Dequenne Rd	Warren	295,510	Jan 2020


TOTAL INDUSTRIAL MARKET STATISTICS


	Vacancy Rate	Avg. SF Rental Rates GRS	Net SF Absorption	SF Inventory	SF Under Construction
Q3 2019	3.40%	\$6.36	1,818,139	656,304,212	3,609,373
Q2 2019	3.30%	\$6.24	(1,146,479)	652,597,472	5,176,380
Q1 2019	3.10%	\$6.24	148,848	652,694,129	5,215,446
Q4 2018	3.3%	\$6.15	3,960,018	653,355,415	5,371,879
Q3 2018	3.3%	\$6.07	1,750,970	649,782,719	8,384,571

 **1,818,139** NET ABSORPTION SF

 **3.40%** VACANCY 22,165,994 SF

 **\$6.36** AVG. ASKING RATE PSF GROSS

 **1,993,724** DELIVERIES 7 Buildings

 **3,609,373** UNDER CONSTRUCTION 51 Buildings

JON SAVOY, President

Even with the ongoing trade war, exports from Detroit are booming and developers are taking advantage of the white-hot industrial market. High costs of construction have resulted in limited inventory, making users value their existing facilities. Detroit is projected to add an additional 5 million square feet of inventory by 2021, much of that distribution focused. Manufacturing companies are taking a wait and see approach as the international trade agreements are being negotiated.